

27th of September, 1985

Dear Sirs:

The Intercollegiate Broadcasting System (IBS) West Coast Convention has been scheduled for the weekend of Friday, November 22nd through Sunday, November 24th, at the Sainte Claire Hilton in San Jose, CA. The event will be hosted by KFJC-FM, Foothill College, in cooperation with other Bay Area college radio stations.

The IBS is a non-profit association of student-staffed radio stations based at schools, colleges and universities throughout the United States with affiliated stations in Canada, Australia, New Zealand and Europe. Over 700 member stations operate all sizes and types of facilities, including cable radio and medium-power FM stations.

The November Convention will host some 400 delegates representing roughly 70 college radio stations in the 12 western states. Panel discussions, seminars and workshops will provide a variety of information applicable to radio broadcasting and related fields, from 8:30AM until 6:00PM on Saturday.

Friday night and all day Saturday will be available for participating companies to showcase their products and services and to meet with aspiring young broadcasters. An Exhibitor Hall, Courtesy Suites and Hospitality Rooms have been selected in the elegant Sainte Claire Hilton for this purpose.

Your company has been chosen to participate in this event based on interests expressed by the attending college radio stations in a pre-conference questionnaire. We feel that the IBS Convention is an enormous promotional opportunity for exhibitors and a chance for students to meet professionals and representatives in the Broadcast industry.

Please take the time to look over the enclosed Exhibitor and Hospitality information. In addition, we have sent information and pricing for the advertising section of the 24-page Program Guide.

Early response to this invitation will allow us to include a 15 second to 2 minute promotional spot for your company in a Video being produced for the convention. This Video will be sent to regional college radio stations as a preview of the Convention participants and entertainment.

Finally, we would like to thank you in advance for taking the time to consider this show, and urge you to join us in its success

Sincerely,



Scott Stapleton

KFJC Music Director